Course Prefix and Number: REA 100  
Credits: 4

Course Title: Principles of Real Estate

Course Description: Examines practical applications of real estate principles. Includes a study of titles, estates, land descriptions, contracts, legal instruments and concepts, real estate mathematics, financing, agency, appraisal, fair housing, and management of real estate. Lecture 4 hours per week.

General Course Purpose: This is an introductory course in the Real Estate field and would benefit the individual that seeks to get into Real Estate practice.

Course Prerequisites and Co-requisites: None

Student Learning Outcomes: Upon successful completion of the course, the student will be able to
a. Discuss all the types and uses of real estate;
b. Discuss basic real estate instruments, their function, purpose, and fundamental legal significance;
c. Discuss real estate as it affects individuals and business firms;
d. Answer questions dealing with title closing, real estate economics, taxes, and assessments; and
e. Discuss the problems and challenges in the real estate field in transferring, developing, and financing real estate.

Major Topics to Be Included:
a. Ownership, rights, and interest in land
b. Contract law and real contracts
c. Mortgage theory, trust deeds, mortgage lending, alternative taxes
d. Assessments, titles, closing, and escrow
e. Real estate economics and appraisal
f. Property management and insurance
g. Real estate mathematics

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